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RUEHHM/AMCONSUL HO CHI MINH CITY 3639

C O N F I D E N T I A L STATE 087522

SIPDIS

E.O. 12958: DECL: 08/21/2034
TAGS: [PINR](#) [ECON](#) [EIND](#) [ETRD](#) [VM](#)
SUBJECT: (U) VIETNAM: INVESTMENT SECTORS (C-DI9-01568)

REF: HANOI 000439

Classified By: MICHAEL P. OWENS, ACTING DIR, INR/OPS. REASON: 1.4(C).

¶1. (C) WASHINGTON ANALYSTS ARE FOLLOWING SEVERAL COUNTRIES IN SOUTHEAST ASIA THAT HAVE SIGNED OR NEGOTIATED INVESTMENT TREATIES, PARTICULARLY VIETNAM. WE WOULD APPRECIATE ANY FURTHER DETAILS POSTS CAN PROVIDE ON THE TOPICS AND QUESTIONS BELOW, TIME AND RESOURCES PERMITTING AND IN THE COURSE OF NORMAL DUTIES. OUR REQUEST IS ALSO IN THE CONTEXT OF THE ADMINISTRATION'S REVIEW OF THE MODEL BILATERAL INVESTMENT TREATY (BIT) AND ONGOING BIT TALKS WITH VIETNAM AND CHINA.

¶A. (C) VIETNAM RECENTLY SIGNED INVESTMENT AGREEMENTS WITH JAPAN, QATAR, AND URUGUAY, IS NEGOTIATING A BIT WITH CANADA, AND HAS PROPOSED ANOTHER WITH SAUDI ARABIA. WE WOULD VALUE ANY INFORMATION ON THE STATUS OF THESE TALKS AND ANY OTHER INVESTMENT AGREEMENTS THAT VIETNAM IS PURSUING, EITHER AS A BIT OR FTA.

¶B. (C) IS A PARTICULAR MINISTRY OR POLITICAL FIGURE LEADING THESE EFFORTS? IF SO, WHY ARE THEY PURSUING THESE TREATIES? WHAT INFLUENCE DO OTHER MINISTRIES HAVE OVER THE PROCESS?

¶C. (C) WHY DOES HANOI CHOOSE TO PURSUE SOME INVESTMENT AGREEMENTS BILATERALLY AND OTHERS THROUGH ASEAN?

¶D. (C) WHAT PRIORITY DOES HANOI PLACE ON ACHIEVING A BIT WITH THE US? WHAT ARE VIETNAM'S GOALS, AND HOW IS VIETNAM PREPARED TO ADDRESS KEY OUTSTANDING ISSUES, SUCH AS STATE TRADING, NATIONAL TREATMENT, AND GOVERNMENT PROCUREMENT?

¶E. (C) HOW IS HANOI APPLYING LESSONS FROM PREVIOUS NEGOTIATIONS WITH OTHER COUNTRIES TO ITS APPROACH TOWARD THE US? DOES HANOI BELIEVE A BIT WITH THE US MIGHT AFFECT ITS INVESTMENT AGREEMENTS WITH OTHER COUNTRIES?

¶F. (C) DETAILS ABOUT SECTORS IN WHICH HANOI MIGHT ALLOW INCREASED FOREIGN INVESTMENT WOULD BE WELCOME AS WELL. IS VIETNAM OPENING DIFFERENT SECTORS TO DIFFERENT INVESTMENT PARTNERS? ARE VIETNAMESE COMPANIES PRESSURING THE GOVERNMENT TO PROTECT CERTAIN SECTORS. IN WHICH SECTORS IS HANOI PURSUING RECIPROCAL ACCESS ABROAD?

¶G. (C) HOW DO STATE-OWNED ENTERPRISES SEE BITS?

¶H. (C) AS PART OF THE LARGER BACKDROP TO THESE NEGOTIATIONS, WHAT POLICIES HAS HANOI CHANGED, DELAYED, OR ACCELERATED BECAUSE OF THE ECONOMIC CRISIS?

¶2. (U) PLEASE CITE C-DI9-01568 IN THE SUBJECT LINE OF REPORTING IN RESPONSE TO THE ABOVE QUESTIONS.
CLINTON